

Asheville Region Housing Supply Overview



October 2021

Despite labor shortages and supply chain disruptions, new home construction continues along at a steady pace, with the latest data from the U.S. Department of Housing and Urban Development reporting new home sales rose 14% to a seasonally adjusted rate of 800,000 this fall. Strong demand for new housing can be seen in the increase in builder confidence as well as in the surge in new home prices, which are posting double-digit increases this fall. For the 12-month period spanning November 2020 through October 2021, Pending Sales in the Asheville region were up 13.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 38.8 percent.

The overall Median Sales Price was up 16.5 percent to \$332,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 22.1 percent to \$279,585. The price range that tended to sell the quickest was the \$200,001 to \$300,000 range at 36 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 50 days.

Market-wide, inventory levels were down 37.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 36.8 percent. That amounts to 1.6 months supply for Single-Family homes and 1.5 months supply for Condo-Townhomes.

Quick Facts

+ 38.8%	+ 20.4%	+ 21.2%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	2 Bedrooms or Less	Condos

The Asheville Region report includes the counties of Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey composed of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Inventory	9
Additional Price Ranges	10



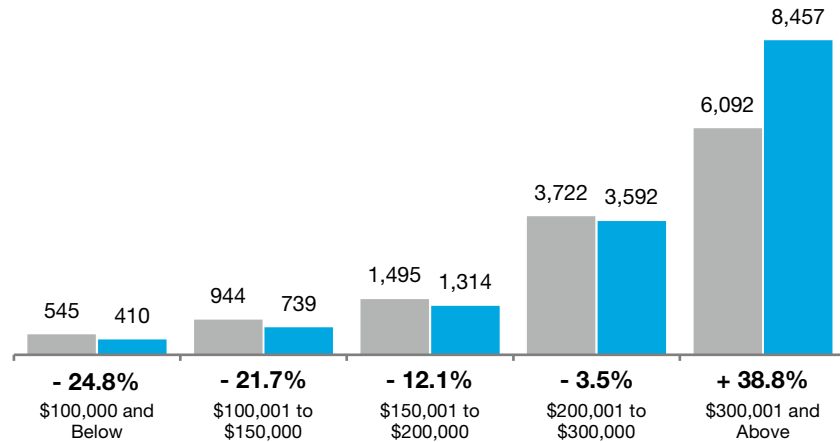
Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



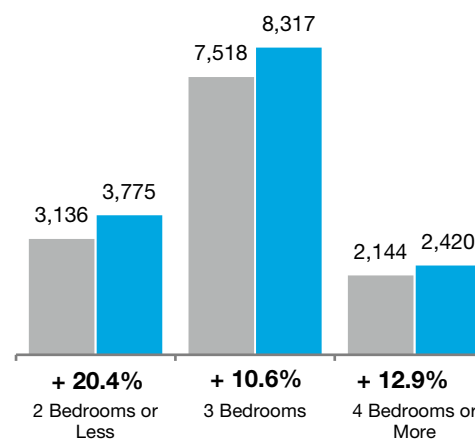
By Price Range

■ 10-2020 ■ 10-2021



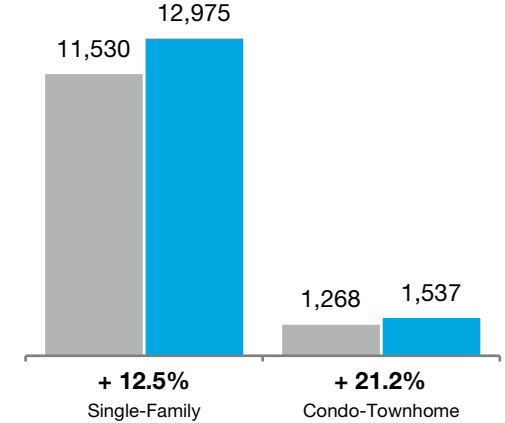
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	545	410	- 24.8%
\$100,001 to \$150,000	944	739	- 21.7%
\$150,001 to \$200,000	1,495	1,314	- 12.1%
\$200,001 to \$300,000	3,722	3,592	- 3.5%
\$300,001 and Above	6,092	8,457	+ 38.8%
All Price Ranges	12,798	14,512	+ 13.4%

Single-Family

10-2020	10-2021	Change	10-2020	10-2021	Change
510	372	- 27.1%	35	38	+ 8.6%
836	688	- 17.7%	108	51	- 52.8%
1,204	1,090	- 9.5%	291	224	- 23.0%
3,304	3,049	- 7.7%	418	543	+ 29.9%
5,676	7,776	+ 37.0%	416	681	+ 63.7%
11,530	12,975	+ 12.5%	1,268	1,537	+ 21.2%

Condo-Townhome

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	3,136	3,775	+ 20.4%
3 Bedrooms	7,518	8,317	+ 10.6%
4 Bedrooms or More	2,144	2,420	+ 12.9%
All Bedroom Counts	12,798	14,512	+ 13.4%

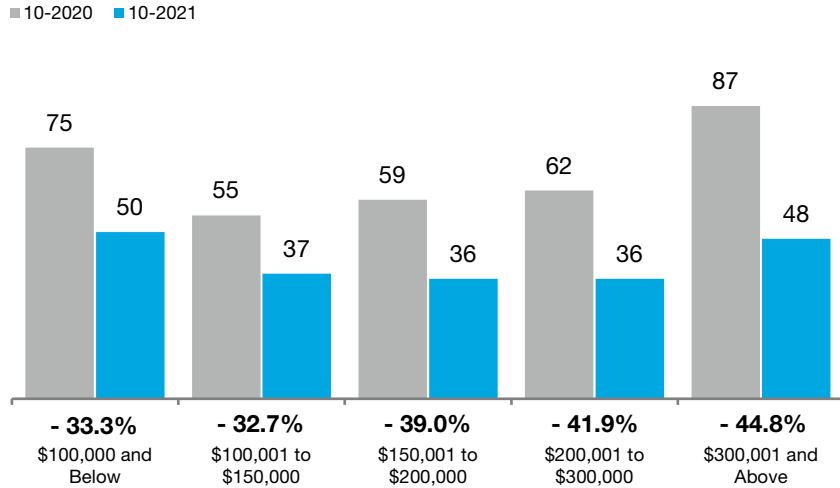
10-2020	10-2021	Change	10-2020	10-2021	Change
2,418	2,917	+ 20.6%	718	858	+ 19.5%
7,039	7,710	+ 9.5%	479	607	+ 26.7%
2,073	2,348	+ 13.3%	71	72	+ 1.4%
11,530	12,975	+ 12.5%	1,268	1,537	+ 21.2%

Days on Market Until Sale

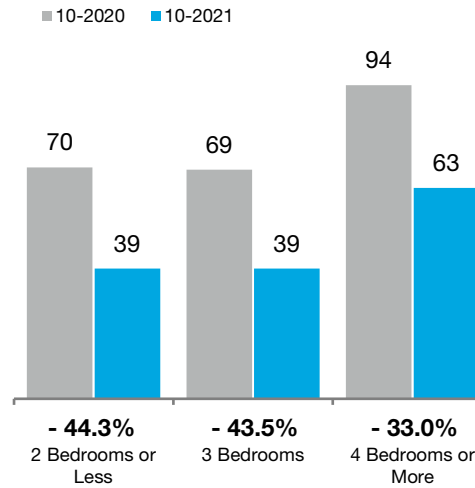


Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.

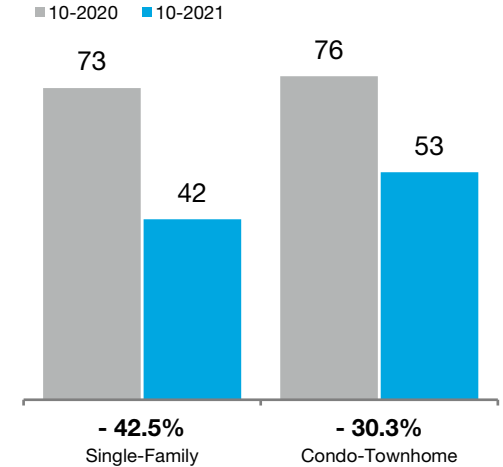
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	75	50	- 33.3%
\$100,001 to \$150,000	55	37	- 32.7%
\$150,001 to \$200,000	59	36	- 39.0%
\$200,001 to \$300,000	62	36	- 41.9%
\$300,001 and Above	87	48	- 44.8%
All Price Ranges	73	43	- 41.1%

Single-Family

10-2020	10-2021	Change	10-2020	10-2021	Change
69	46	- 33.3%	154	88	- 42.9%
51	36	- 29.4%	79	49	- 38.0%
60	35	- 41.7%	57	39	- 31.6%
61	35	- 42.6%	72	42	- 41.7%
88	46	- 47.7%	85	66	- 22.4%
73	42	- 42.5%	76	53	- 30.3%

Condo-Townhome

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	70	39	- 44.3%
3 Bedrooms	69	39	- 43.5%
4 Bedrooms or More	94	63	- 33.0%
All Bedroom Counts	73	43	- 41.1%

10-2020	10-2021	Change	10-2020	10-2021	Change
68	36	- 47.1%	74	51	- 31.1%
68	38	- 44.1%	77	52	- 32.5%
95	63	- 33.7%	86	83	- 3.5%
73	42	- 42.5%	76	53	- 30.3%

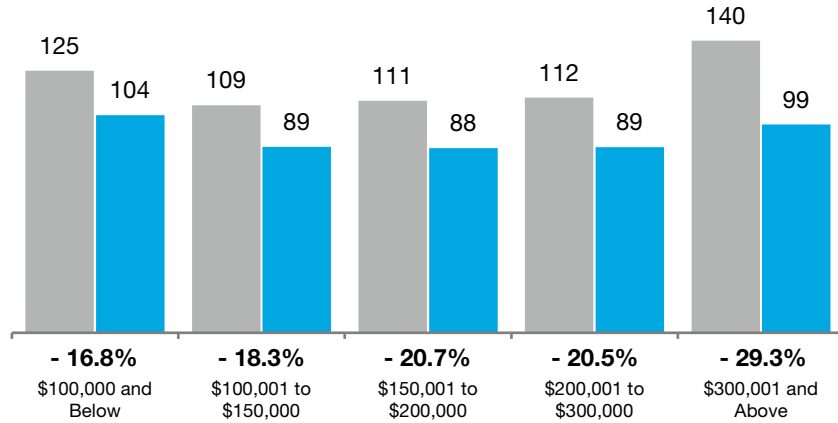
List to Close



A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.

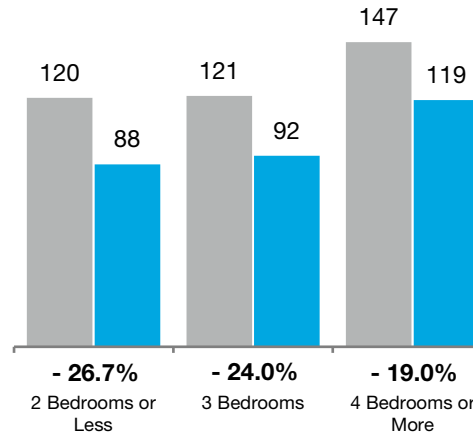
By Price Range

■ 10-2020 ■ 10-2021



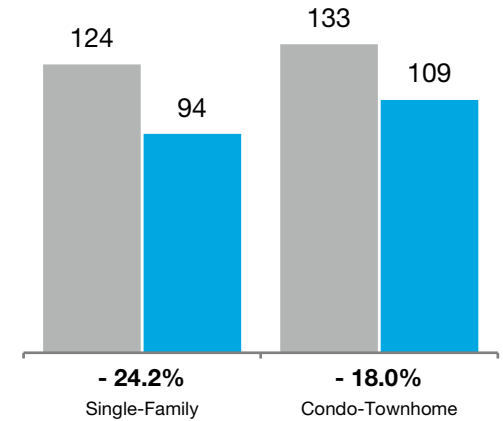
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	125	104	- 16.8%
\$100,001 to \$150,000	109	89	- 18.3%
\$150,001 to \$200,000	111	88	- 20.7%
\$200,001 to \$300,000	112	89	- 20.5%
\$300,001 and Above	140	99	- 29.3%
All Price Ranges	125	95	- 24.0%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	120	101	- 15.8%
3 Bedrooms	106	88	- 17.0%
4 Bedrooms or More	114	90	- 21.1%
	110	87	- 20.9%
	138	97	- 29.7%
All Single-Family	124	94	- 24.2%

Condo-Townhome

	10-2020	10-2021	Change
	200	130	- 35.0%
	123	94	- 23.6%
	98	80	- 18.4%
	129	99	- 23.3%
	160	126	- 21.3%
All Condo-Townhome	133	109	- 18.0%

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	120	88	- 26.7%
3 Bedrooms	121	92	- 24.0%
4 Bedrooms or More	147	119	- 19.0%
All Bedroom Counts	125	95	- 24.0%

	10-2020	10-2021	Change
2 Bedrooms or Less	120	86	- 28.3%
3 Bedrooms	119	90	- 24.4%
4 Bedrooms or More	147	118	- 19.7%
All Single-Family	124	94	- 24.2%

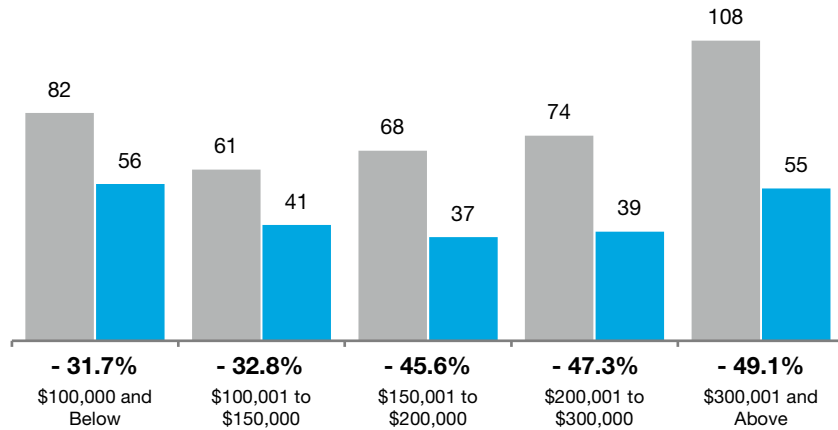
Cumulative Days on Market Until Sale



Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. **Based on a rolling 12-month average.**

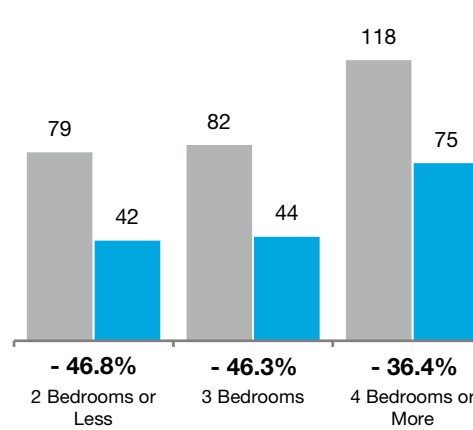
By Price Range

■ 10-2020 ■ 10-2021



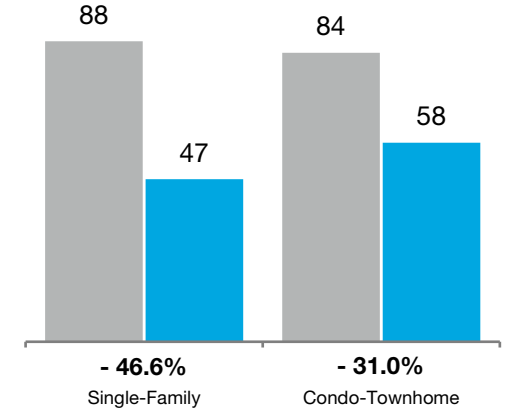
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	82	56	- 31.7%
\$100,001 to \$150,000	61	41	- 32.8%
\$150,001 to \$200,000	68	37	- 45.6%
\$200,001 to \$300,000	74	39	- 47.3%
\$300,001 and Above	108	55	- 49.1%
All Price Ranges	88	49	- 44.3%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	73	52	- 28.8%
3 Bedrooms	58	41	- 29.3%
4 Bedrooms or More	68	37	- 45.6%
Single-Family	73	38	- 47.9%
Condo-Townhome	109	53	- 51.4%
All Price Ranges	88	47	- 46.6%

Condo-Townhome

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	79	42	- 46.8%
3 Bedrooms	82	44	- 46.3%
4 Bedrooms or More	118	75	- 36.4%
All Bedroom Counts	88	49	- 44.3%

	10-2020	10-2021	Change
2 Bedrooms or Less	78	39	- 50.0%
3 Bedrooms	82	43	- 47.6%
4 Bedrooms or More	118	74	- 37.3%
All Bedroom Counts	88	47	- 46.6%

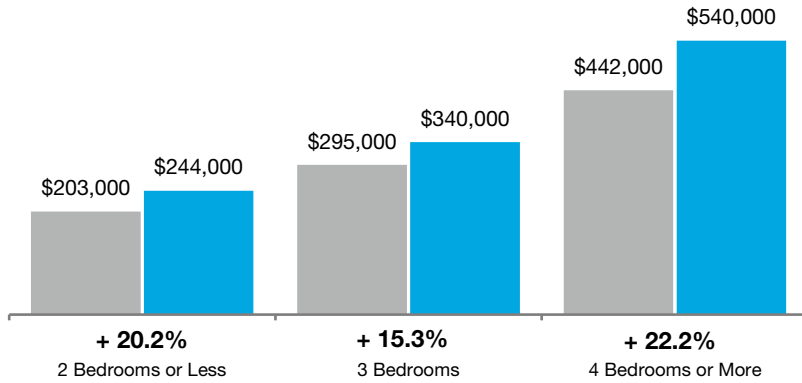
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



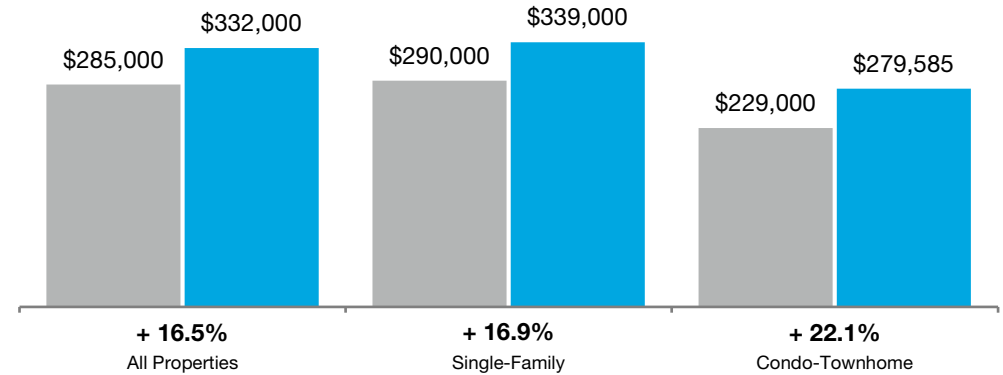
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	\$203,000	\$244,000	+ 20.2%
3 Bedrooms	\$295,000	\$340,000	+ 15.3%
4 Bedrooms or More	\$442,000	\$540,000	+ 22.2%
All Bedroom Counts	\$285,000	\$332,000	+ 16.5%

Single-Family

	10-2020	10-2021	Change
	\$210,000	\$245,000	+ 16.7%
	\$295,000	\$340,000	+ 15.3%
	\$444,816	\$545,000	+ 22.5%
All Single-Family	\$290,000	\$339,000	+ 16.9%

Condo-Townhome

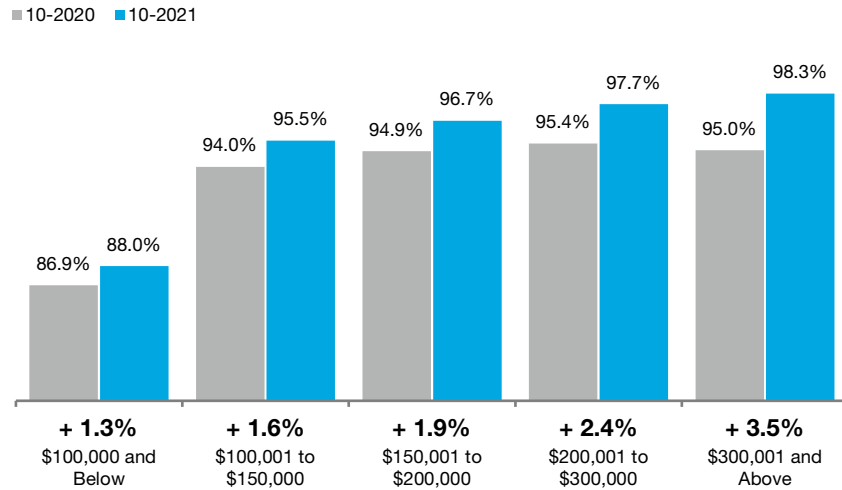
	10-2020	10-2021	Change
	\$190,000	\$240,000	+ 26.3%
	\$275,550	\$310,000	+ 12.5%
	\$408,500	\$452,500	+ 10.8%
All Condo-Townhome	\$229,000	\$279,585	+ 22.1%

Percent of Original List Price Received

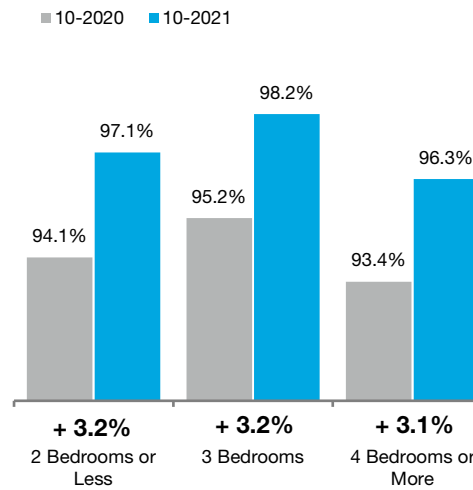


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

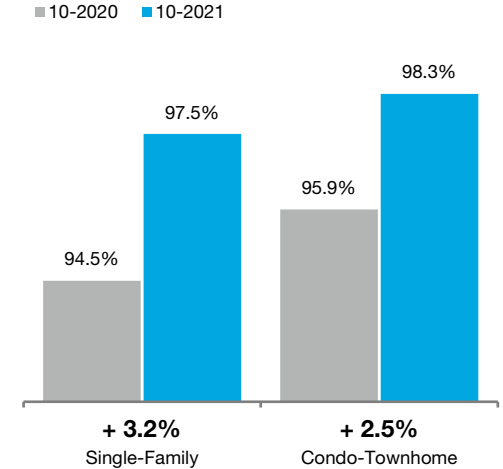
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	86.9%	88.0%	+ 1.3%
\$100,001 to \$150,000	94.0%	95.5%	+ 1.6%
\$150,001 to \$200,000	94.9%	96.7%	+ 1.9%
\$200,001 to \$300,000	95.4%	97.7%	+ 2.4%
\$300,001 and Above	95.0%	98.3%	+ 3.5%
All Price Ranges	94.6%	97.6%	+ 3.2%

Single-Family

10-2020	10-2021	Change
86.8%	87.2%	+ 0.5%
94.1%	95.5%	+ 1.5%
94.6%	96.4%	+ 1.9%
95.2%	97.6%	+ 2.5%
94.8%	98.3%	+ 3.7%
94.5%	97.5%	+ 3.2%

Condo-Townhome

10-2020	10-2021	Change
88.1%	96.6%	+ 9.6%
93.0%	96.1%	+ 3.3%
96.0%	98.1%	+ 2.2%
96.9%	98.5%	+ 1.7%
96.7%	98.5%	+ 1.9%
95.9%	98.3%	+ 2.5%

By Bedroom Count

10-2020	10-2021	Change
94.1%	97.1%	+ 3.2%
95.2%	98.2%	+ 3.2%
93.4%	96.3%	+ 3.1%
94.6%	97.6%	+ 3.2%

10-2020	10-2021	Change
93.8%	96.9%	+ 3.3%
95.0%	98.1%	+ 3.3%
93.3%	96.2%	+ 3.1%
94.5%	97.5%	+ 3.2%

10-2020	10-2021	Change
95.0%	97.8%	+ 2.9%
97.2%	99.0%	+ 1.9%
96.7%	98.9%	+ 2.3%
95.9%	98.3%	+ 2.5%

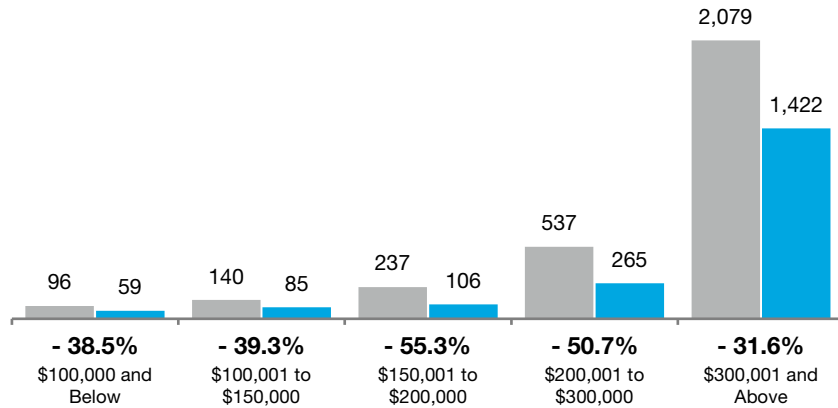
Inventory of Homes for Sale



The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

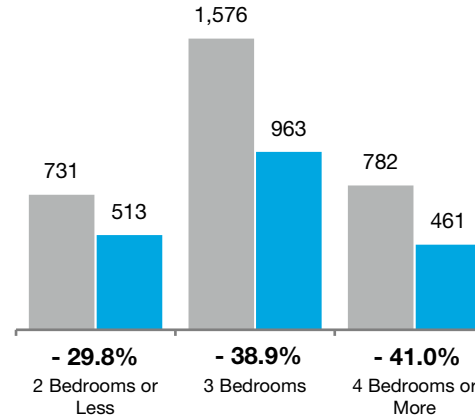
By Price Range

■ 10-2020 ■ 10-2021



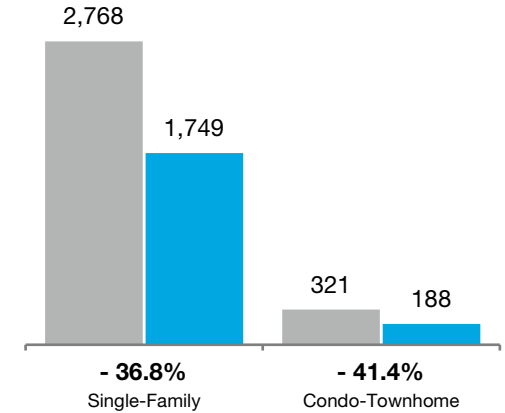
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	96	59	- 38.5%
\$100,001 to \$150,000	140	85	- 39.3%
\$150,001 to \$200,000	237	106	- 55.3%
\$200,001 to \$300,000	537	265	- 50.7%
\$300,001 and Above	2,079	1,422	- 31.6%
All Price Ranges	3,089	1,937	- 37.3%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	85	48	- 43.5%
3 Bedrooms	132	67	- 49.2%
4 Bedrooms or More	213	96	- 54.9%
Single-Family Total	469	221	- 52.9%
Condo-Townhome	1,869	1,317	- 29.5%
All Property Types	2,768	1,749	- 36.8%

Condo-Townhome

	10-2020	10-2021	Change
10-2020	11	11	0.0%
10-2021	8	18	+ 125.0%
10-2020	24	10	- 58.3%
10-2021	68	44	- 35.3%
10-2020	210	105	- 50.0%
All Property Types	321	188	- 41.4%

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	731	513	- 29.8%
3 Bedrooms	1,576	963	- 38.9%
4 Bedrooms or More	782	461	- 41.0%
All Bedroom Counts	3,089	1,937	- 37.3%

	10-2020	10-2021	Change
2 Bedrooms or Less	562	402	- 28.5%
3 Bedrooms	1,447	896	- 38.1%
4 Bedrooms or More	759	451	- 40.6%
All Property Types	2,768	1,749	- 36.8%

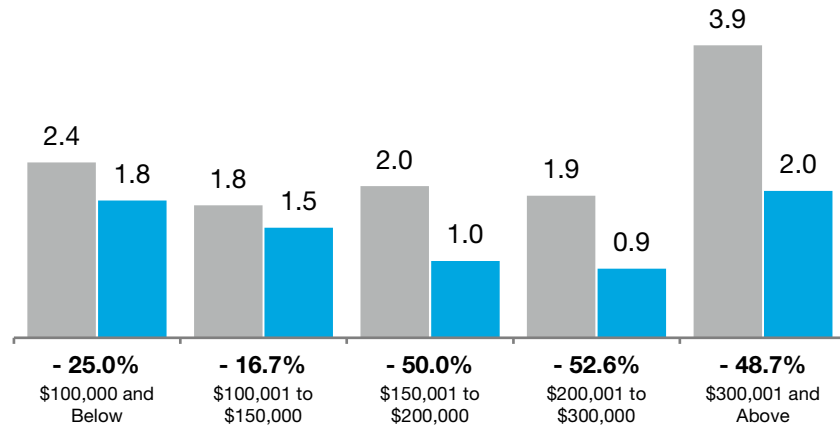
Months Supply of Inventory



The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

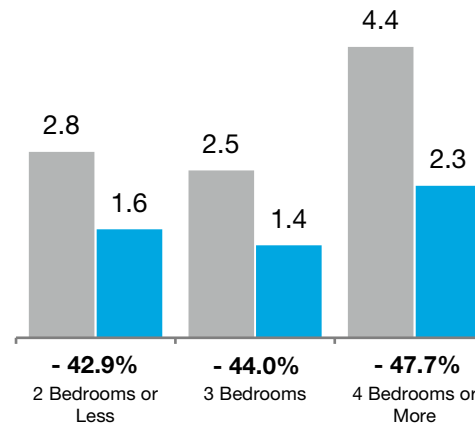
By Price Range

■ 10-2020 ■ 10-2021



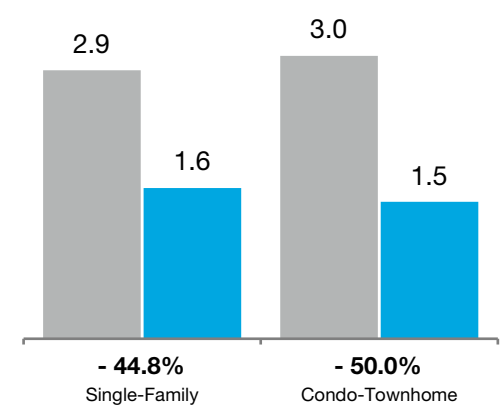
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	2.4	1.8	- 25.0%
\$100,001 to \$150,000	1.8	1.5	- 16.7%
\$150,001 to \$200,000	2.0	1.0	- 50.0%
\$200,001 to \$300,000	1.9	0.9	- 52.6%
\$300,001 and Above	3.9	2.0	- 48.7%
All Price Ranges	2.9	1.6	- 44.8%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	2.3	1.7	- 26.1%
3 Bedrooms	1.9	1.3	- 31.6%
4 Bedrooms or More	2.3	1.1	- 52.2%
Single-Family	1.9	0.9	- 52.6%
Single-Family	3.8	2.0	- 47.4%
All Single-Family	2.9	1.6	- 44.8%

Condo-Townhome

	10-2020	10-2021	Change
Condo-Townhome	2.3	3.5	+ 52.2%
Condo-Townhome	1.0	4.2	+ 320.0%
Condo-Townhome	1.1	0.5	- 54.5%
Condo-Townhome	2.4	1.0	- 58.3%
Condo-Townhome	5.6	1.9	- 66.1%
All Condo-Townhome	3.0	1.5	- 50.0%

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	2.8	1.6	- 42.9%
3 Bedrooms	2.5	1.4	- 44.0%
4 Bedrooms or More	4.4	2.3	- 47.7%
All Bedroom Counts	2.9	1.6	- 44.8%

	10-2020	10-2021	Change
2 Bedrooms or Less	2.8	1.7	- 39.3%
3 Bedrooms	2.5	1.4	- 44.0%
4 Bedrooms or More	4.4	2.3	- 47.7%
All Bedroom Counts	2.9	1.6	- 44.8%

Additional Price Ranges

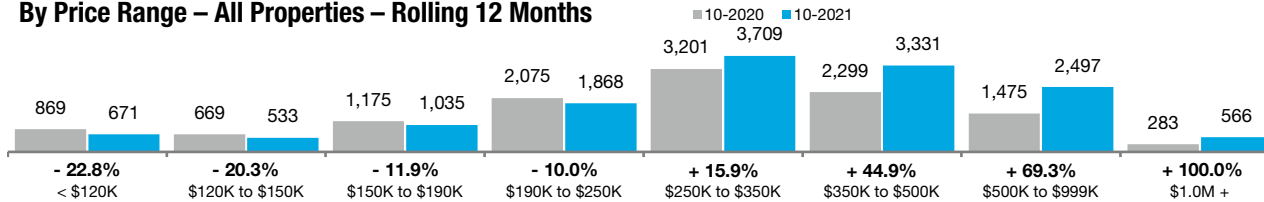


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

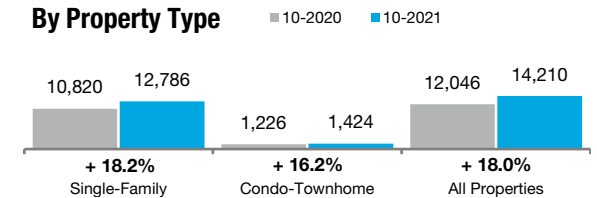
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single-Family			Condo-Townhome		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	804	614	-23.6%	65	57	-12.3%
\$120,001 to \$150,000	563	499	-11.4%	106	34	-67.9%
\$150,001 to \$190,000	950	861	-9.4%	225	174	-22.7%
\$190,001 to \$250,000	1,763	1,549	-12.1%	312	319	+2.2%
\$250,001 to \$350,000	2,970	3,329	+12.1%	231	380	+64.5%
\$350,001 to \$500,000	2,117	3,073	+45.2%	182	258	+41.8%
\$500,001 to \$999,999	1,390	2,327	+67.4%	85	170	+100.0%
\$1M and Above	263	534	+103.0%	20	32	+60.0%
All Price Ranges	10,820	12,786	+18.2%	1,226	1,424	+16.2%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	09-2021	10-2021	Change	09-2021	10-2021	Change
\$120,000 and Below	41	44	+7.3%	4	5	+25.0%
\$120,001 to \$150,000	36	33	-8.3%	0	7	--
\$150,001 to \$190,000	82	52	-36.6%	7	9	+28.6%
\$190,001 to \$250,000	111	138	+24.3%	26	26	0.0%
\$250,001 to \$350,000	298	278	-6.7%	52	33	-36.5%
\$350,001 to \$500,000	306	293	-4.2%	26	29	+11.5%
\$500,001 to \$999,999	225	197	-12.4%	8	16	+100.0%
\$1M and Above	60	53	-11.7%	3	2	-33.3%
All Price Ranges	1,159	1,088	-6.1%	126	127	+0.8%

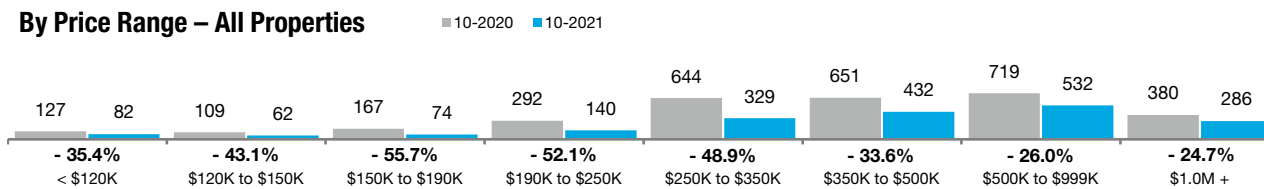
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	664	499	-24.8%	53	47	-11.3%
\$120,001 to \$150,000	475	386	-18.7%	83	30	-63.9%
\$150,001 to \$190,000	791	690	-12.8%	186	133	-28.5%
\$190,001 to \$250,000	1,468	1,205	-17.9%	274	275	+0.4%
\$250,001 to \$350,000	2,513	2,742	+9.1%	190	313	+64.7%
\$350,001 to \$500,000	1,840	2,581	+40.3%	156	209	+34.0%
\$500,001 to \$999,999	1,222	1,962	+60.6%	62	139	+124.2%
\$1M and Above	225	452	+100.9%	16	24	+50.0%
All Price Ranges	9,198	10,517	+14.3%	1,020	1,170	+14.7%

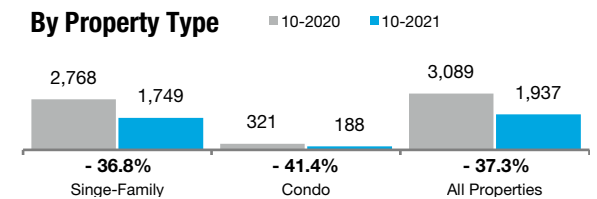
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	115	65	-43.5%	12	17	+41.7%
\$120,001 to \$150,000	102	50	-51.0%	7	12	+71.4%
\$150,001 to \$190,000	150	66	-56.0%	17	8	-52.9%
\$190,001 to \$250,000	252	124	-50.8%	40	16	-60.0%
\$250,001 to \$350,000	566	277	-51.1%	78	52	-33.3%
\$350,001 to \$500,000	568	390	-31.3%	83	42	-49.4%
\$500,001 to \$999,999	655	504	-23.1%	64	28	-56.3%
\$1M and Above	360	273	-24.2%	20	13	-35.0%
All Price Ranges	2,768	1,749	-36.8%	321	188	-41.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	09-2021	10-2021	Change	09-2021	10-2021	Change
\$120,000 and Below	71	65	-8.5%	18	17	-5.6%
\$120,001 to \$150,000	67	50	-25.4%	14	12	-14.3%
\$150,001 to \$190,000	89	66	-25.8%	11	8	-27.3%
\$190,001 to \$250,000	156	124	-20.5%	23	16	-30.4%
\$250,001 to \$350,000	352	277	-21.3%	42	52	+23.8%
\$350,001 to \$500,000	468	390	-16.7%	49	42	-14.3%
\$500,001 to \$999,999	562	504	-10.3%	32	28	-12.5%
\$1M and Above	299	273	-8.7%	13	13	0.0%
All Price Ranges	2,064	1,749	-15.3%	202	188	-6.9%

Year to Date

By Price Range	Single-Family	Condo-Townhome
There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.		